

TO: Joyce M. Grossnickle, Administrative Officer

FROM: Harold E. Good, Purchasing Director

DATE: October 13, 2010

Subject: Pur Memo 11-65, Sole Source Subscription Renewal w/Wescom Solutions LLC to provide Web-Enabled Application Software

Presenter (Name & Title): Harold E. Good, Purchasing Director

Requested Date: 10/21/10

Phone: 11047

Type of Briefing: (Click box to select)



Administrative Business



Worksession



Closed Session



BOCC/BOE Mtg.



County/Municipal Mtg.



BOCC Evening Mtg.

Board Action Desired:



Decision



Guidance



Information

Staff Coordination: This topic has been thoroughly coordinated with the following Division/Department Directors, and they will have representatives at the presentation: (click to place a check mark in the appropriate box).

	Staff	Initials	Date	Comments
	County Attorney			
	County Manager			
<input checked="" type="checkbox"/>	Finance Director			YES - See attached
	Budget Officer			
	Fire Emergency Director			
	Management Services Director			

	Staff	Initials	Date	Comments
	Permitting & Development Review Director			
	Planning Director			
	Public Works Director			
	Utilities and Solid Waste Management Director			
	Elected Officials			
	Independent Agencies			
<input checked="" type="checkbox"/>	Other Purchasing Department	HEG/dh	10/14/10	

Attachments:



Yes



No

PLEASE NOTE: The original and 10 copies of all attachments (including the coordination sheet) are required for the Board of County Commissioners' meetings, which includes the Joint BOCC/BOE Meeting and the County/Municipal Meeting.

If you are scheduled for a **Closed Session**, then you only need to submit the original and nine (9) copies of the back-up material. Back-up materials are due to the Administrative Officer ONE WEEK IN ADVANCE of the meeting. If materials are not received in a timely manner, you will be asked to reschedule your item.

10/14/2010

Date

The inclusion of the options to expand this contract to include General Ledger and Accounts Payable modules should NOT be approved as part of this contract renewal. There needs to be substantive discussion and decisions by County staff and the BOCC before this is contemplated.


Signature

Date

Signature

Date

Signature

Date

Signature

Date

Signature

BID AWARD CONCURRENCE CHECK OFF AND INFORMATION SHEET

The Board of County Commissioners has requested the following information be provided for all bid awards. Special emphasis has been placed on receiving the concurrence of all County Departments that may have any involvement in a procurement action. Please complete, including concurrence signatures, and include it with the bid award recommendation.

1. Procurement Item and Bid #: Wescom Solutions, LLC - Web-enabled Applications

2. Name and phone number of staff person to be contacted regarding this procurement and will be present for the bid award recommendation: Nicole Bohrer, LNHA x13707

3. Types of funds:	Acct. #s	Available Budget Balances
1. Capital	<input type="checkbox"/>	
2. Operating	<input checked="" type="checkbox"/> 51310 50 9301	\$29,6211.10
3. Enterprise	<input type="checkbox"/>	
4. Other	<input type="checkbox"/>	

4. Source of funds:

1. County	<input checked="" type="checkbox"/>	3. Federal	<input type="checkbox"/>
2. State	<input type="checkbox"/>	4. Other	<input type="checkbox"/>

Concurrence List
(Check applicable staff/department(s) and obtain signature(s))

- | | |
|---|---------------------------|
| <input type="checkbox"/> Sheriff | _____ |
| <input type="checkbox"/> Administration Bureau | _____ |
| <input type="checkbox"/> Corrections Bureau | _____ |
| <input type="checkbox"/> Operations Bureau | _____ |
| <input type="checkbox"/> State's Attorney | _____ |
| <input type="checkbox"/> County Attorney | _____ |
| <input type="checkbox"/> County Manager | _____ |
| <input type="checkbox"/> Animal Control | _____ |
| <input type="checkbox"/> Human Relations | _____ |
| <input type="checkbox"/> Human Resources | _____ |
| <input type="checkbox"/> TransIT | _____ |
| <input type="checkbox"/> Office of Economic Development | _____ |
| <input checked="" type="checkbox"/> Finance Division Director | <u>JFK 10/14/10</u> |
| <input type="checkbox"/> Accounting | _____ |
| <input checked="" type="checkbox"/> Budget | <u>M. J. ... 10/14/10</u> |
| <input checked="" type="checkbox"/> Purchasing | <u>See Attached</u> |
| <input type="checkbox"/> Treasury | _____ |
| <input type="checkbox"/> Parks & Recreation Div. Director | _____ |
| <input type="checkbox"/> Public Works Division Director | _____ |
| <input type="checkbox"/> Construction Management & Inspection | _____ |
| <input type="checkbox"/> Highways & Transportation | _____ |
| <input type="checkbox"/> Program Development & Management | _____ |
| <input type="checkbox"/> Utilities and Solid Waste Management Div. Director | _____ |
| <input type="checkbox"/> Engineering & Planning | _____ |
| <input type="checkbox"/> Solid Waste | _____ |
| <input type="checkbox"/> Water & Sewer | _____ |

- | | |
|---|---------------------|
| <input type="checkbox"/> Planning Division Director | _____ |
| <input type="checkbox"/> Planning | _____ |
| <input type="checkbox"/> Land Preservation | _____ |
| <input type="checkbox"/> Permitting and Dev. Review Div. | _____ |
| <input type="checkbox"/> Dev. Review Engineering | _____ |
| <input type="checkbox"/> Dev. Review Planning | _____ |
| <input type="checkbox"/> Office of Life Safety | _____ |
| <input type="checkbox"/> Permits and Inspections | _____ |
| <input type="checkbox"/> Management Services Div. Dir. | _____ |
| <input type="checkbox"/> Facility Services | _____ |
| <input type="checkbox"/> Fleet Services | _____ |
| <input type="checkbox"/> Maintenance | _____ |
| <input type="checkbox"/> Health Services Division Dir. | _____ |
| <input type="checkbox"/> Developmental Center | _____ |
| <input type="checkbox"/> Environmental Health | _____ |
| <input type="checkbox"/> Mental Health | _____ |
| <input type="checkbox"/> Nursing Services | _____ |
| <input type="checkbox"/> Scott Key Center | _____ |
| <input type="checkbox"/> Substance Abuse | _____ |
| <input type="checkbox"/> Citizens Services Division Dir. | _____ |
| <input type="checkbox"/> Department on Aging | _____ |
| <input type="checkbox"/> Family Partnership | _____ |
| <input type="checkbox"/> Head Start | _____ |
| <input type="checkbox"/> Housing | _____ |
| <input type="checkbox"/> Job Training Agency | _____ |
| <input type="checkbox"/> Office for Children & Families | _____ |
| <input type="checkbox"/> Human Relations | _____ |
| <input type="checkbox"/> Fire & Rescue Services Div. Dir. | _____ |
| <input type="checkbox"/> Operations | _____ |
| <input type="checkbox"/> Support Services | _____ |
| <input type="checkbox"/> Training | _____ |
| <input checked="" type="checkbox"/> Interagency Info. Tech. Div. Dir. | <u>JRS 10/13/10</u> |
| <input type="checkbox"/> Data | _____ |
| <input type="checkbox"/> Video | _____ |
| <input type="checkbox"/> Voice | _____ |

- | | |
|--|-------|
| <input type="checkbox"/> Emergency Planning and Management Div. Director | _____ |
| <input type="checkbox"/> Emergency Communications | _____ |
| <input type="checkbox"/> Emergency Preparedness | _____ |
| <input type="checkbox"/> Volunteer Fire & Rescue | _____ |

INDEPENDENT AGENCIES:

- | | |
|---|-------------|
| <input type="checkbox"/> Frederick County Public Libraries | _____ |
| <input type="checkbox"/> Board of Education | _____ |
| <input type="checkbox"/> Frederick Community College | _____ |
| <input type="checkbox"/> Department of Social Services | _____ |
| <input checked="" type="checkbox"/> Citizens Nursing Home & Montevue Home | <u>LNHA</u> |
| <input type="checkbox"/> Liquor Commission | _____ |
| <input type="checkbox"/> Interagency Internal Audit Auth. | _____ |

OTHER: _____

Purchasing Revised 03/09/10



FINANCE DIVISION FREDERICK COUNTY, MARYLAND

Department of Purchasing

Winchester Hall • 12 East Church Street • Frederick, Maryland 21701
301-600-1069 • FAX 301-600-2521 • TTY Use Maryland Relay
www.FrederickCountyMD.gov

October 13, 2010

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Director



TRUSTWORTHINESS • RESPECT
RESPONSIBILITY • FAIRNESS
CARING • CITIZENSHIP

CHARACTER COUNTS! and the Six
Pillars of Character are service
marks of the CHARACTER
COUNTS! Coalition, a project of the
Josephson Institute of Ethics.
www.charactercounts.org

TO: Board of County Commissioners

FROM: Harold E. (Hal) Good, CPPO, Purchasing Director 

MEMO: #11-65

RE: Approval Of Sole Source Subscription Renewal With Wescom Solutions, LLC, To Provide Web-Enabled Application Software Which Integrates the Management Of Clinical, Financial, Marketing And Quality Improvement Information For CCRC

Citizens Care & Rehabilitation Center (CCRC) is requesting approval of a sole source subscription renewal with Wescom Solutions LLC (Wescom) for the period of July 1, 2010 through June 30, 2011 with two (2) one year renewal options at the sole discretion of the County. CCRC has been using Wescom services (long term care clinical and financial software delivered over the internet) since 2007.

The decision to pursue a sole source contract was based on an analysis of CCRC's workflow and automation needs, ease of use to minimize the learning curve for staff and on the cost of services. Wescom was selected by CCRC to provide an integrated software solution to assist with clinical, financial, resident accounting, and marketing needs of the facility. Wescom's application, PointClickCare, enables the entire care team to work collaboratively to deliver high quality care.

In addition to the one year base period and 2 one year optional renewals for subscription to current services, CCRC is requesting approval of three optional applications to be implemented as needed if required by changes in regulations and procedures.

See attached memo for additional information and for estimated costs for the subscription period.

Staff recommends approval of this subscription in the estimated total value of \$100,212.00 (One Hundred Thousand Two Hundred Twelve Dollars) based upon the proposed subscription rates and anticipated usage by CCRC. Funding is contingent on FY12 Funding.

Attachments

CC: Nicole Bohrer


HEG/pjg





1900 Rosemont Avenue, Frederick, MD 21702 | Facility (301) 600-1550 | Fax (301) 600-2949 | www.citizenscenter.org

TO: Hal Good, Purchasing Director

FROM: Nicole M. Bohrer, LNHA, Administrator 

DATE: October 4, 2010

SUBJECT: Request to Renew Agreement with Wescom Solutions, LLC to Provide Web-enabled Applications to Citizens Care and Rehabilitation Center

The purpose of this memo is to request approval of the agreement between Wescom Solutions, LLC ("Wescom") and Citizens Care and Rehabilitation Center (CCRC) for the continued subscription and use of the web-enabled Point Click Care application. The agreement period is July 1, 2010 to June 30, 2011, with two (2) one year renewal options, at the sole discretion of the County, for the current services. The agreement also contains an option for implementation and subscription of the GL/AP Application and the optional implementation of eMAR, a full medication administration system.

Wescom, the registered owner of PointClickCare and various Applications, grants a limited license for the use of PointClickCare.com, a web-enabled application designed to maintain patient/client records ("records") for over 5,000 government entities and private healthcare providers. Wescom's integrated approach to Electronic Health Records (EHR) streamlines the clinical, MDS, billing, and administrative processes with maintenance-free software that is robust and easy to use. Wescom was selected by CCRC to provide an integrated software solution to assist with optimizing workflow and automation, to insure integrity of data for a seamless flow between Point of Care and Accounts Receivables, and to maximize revenue on reimbursement assessments.

The current Agreement grants CCRC, a limited license to use the Applications of PointClickCare, to include: *Resident Accounting*; (Census, Billing, Accounting Receivables, Trust Accounts, Collections), and *Clinical Management Application*; (Admission Discharge Transfer, Medical Diagnosis (ICD9/10), Care Plans, Minimum Data Set (MDS 2.0), User Defined Assessments, Progress Notes, Physician Orders, Communications Boards, Weights and Vital Signs, MAR/TAR, Immunizations, eQIA, Point of Care), and *Intake Management Application*, (Intake and Referral Management) for a specified number of 150 active licensed capacity records.

Wescom's execution began in May 2007 with a one-time cost-of-implementation fee of \$16,725.00, which included Project Management, Data Conversion, Implementation and initial start-up Training. This was followed by an unlimited use subscription to the Applications and online services for a fixed price yearly Subscription Fee of \$24,472.95. Additionally, there was a





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one-time Fixed Rate Training fee of \$3,239.85, to be used after CCRC had gained an initial understanding of the Applications from the start-up Training and was ready to take on further required training of the Application's components such as Nursing Care Plans and Electronic Billing.

Wescom has met the requirements of providing CCRC with a web-based solution designed to help long-term care providers manage the complete lifecycle of resident care, products that can be easily accessed and utilized for intake management, an electronic billing piece that has allowed quicker Accounts Receivables turn-around, and a seamless transition from MDS 2.0 to MDS 3.0.

CCRC is satisfied with our relationship with Wescom and desires to continue for one (1) year base period term with two (2) one year renewals, at the sole discretion of the County, based on Wescom's quote (See Price Sheet Attached) of:

- CCRC's current services at a yearly subscription fee of \$24,472.95.
- one-time cost-of-implementation fee of \$3,000.00 for the Point of Care (POC) Application. POC offers electronic documentation at the time of resident bedside care versus CCRC's current procedure of paper documentation at shift-end.
- the optional one-time cost-of-implementation fee of \$3,000.00 for the GL/AP Application within a three (3) year period
- the optional implementation of the General Ledger/Accounts Payable Application at an annual subscription fee of \$4,617.54
- the optional one-time cost-of-implementation fee of \$2,500.00 for the eMAR Application
- the optional minimum 1 year Subscription to eMAR Training Database of \$100.00 Monthly Rate.
- Wescom has recently made a business decision not to offer an interface between our current pharmacy application QuickMAR and eMAR, its own pharmacy application. Wescom is currently in a pilot phase with Omnicare to integrate Wescom's eMAR system with Omnicare's pharmacy application. Since Omnicare has recently purchased CCRX, the pharmacy company providing pharmaceuticals to





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CCRC and Montevue, the use of Omnicare/Wescom's eMAR system may become necessary within the next year.

Therefore, I am requesting that we proceed with the current contractual relationship with Wescom for a one (1) year base period term with two (2) one year renewals, at the sole discretion of the County. Should you have any questions, or if I may be of additional assistance, please do not hesitate to contact me at ext. 13707.





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Price Sheet

Base Period with GL/AP and eMAR Installed in Year 1

Wescom Services	Fiscal Year 1 2011	Fiscal Year 2 2012	Fiscal Year 3 2013
<i>Current Application Subscription Fees</i>	\$24,472.95	\$24,472.95	\$24,472.95
<i>*POC Install</i>	\$3,000.00		
<i>*GL/AP Install</i>	\$3,000.00		
<i>*GL/AP Subscription Fee</i>	\$4,617.54	\$4,617.54	\$4,617.54
<i>Fixed Rate Training</i>	\$3,239.85		
<i>*eMAR Install</i>	\$2,500.00		
<i>*eMAR Training Database</i>	\$1,200.00		
Total	\$42,030.34	\$29,090.49	\$29,090.49

* Optional features as determined by program needs.

Total 3 year estimated contract amount **\$ 100,211.32**



Wescom Solutions Inc.
6975 Creditview Road
Unit 4
Mississauga ON L5N 8E9

Quote Title: GL/AP ADD ON one year prepaid

Date 9/13/2010
Quote # 2794
Expires 10/13/2010
Sales Rep David Hebert

Prepared for:

Attn: Accounts Payable
Citizens Care and Rehabilitation
1900 Rosemount Ave.
Frederick MD 21702
United States

Item	Description	Bed/Qty	Base CPRD	List Price	Vol. Disc.	Net CPRD	Amount
PCC EHR Advantage for SNF's	ADT, MDS, User Defined Assessments, Care Plans, Diagnosis, Physician Orders, MAR/TAR, Progress Notes, Communication Board, Weights and Vital Signs, Immunization, eQIA, Point of Care; Census, Billing, Accounts Receivable, Collections, Trust Accounts, IRM	150	0.48	14.64	12.0%	.42	22,164.18
	ABOVE IS CURRENT SUBSCRIPTION based on a one 12 month term						
Intake Management	Intake and Referral Management,	150	0.05	1.525	12.0%	.04	2,308.77
General Ledger/Accounts Payable	General Ledger, Accounts Payable	150	0.10	3.05	12.0%	.09	4,617.54
	THE ABOVE SUBSCRIPTION AMOUNTS BASED ON A 12 MONTH TERM						
	Tax Code Summary	Tax Rate	Total Tax				
	Tax Code: PST	0.0%	\$0.00				
	Tax Code: GST	0.0%	\$0.00				

Total \$29,090.49

Terms:

1. Application License: License to use the selected PointClickCare application modules for the term of the subscription.
2. Maintenance: Application enhancements and corrections
3. Hosting: Providing a secure and reliable server platform for the application and management of the application.
4. Unless otherwise stated, all project coordination, implementation and data services are provided by consultants online and over the telephone. Online services are available and quoted separately
5. Cancellation Policy: All training sessions scheduled with a PointClickCare consultant require at least 24 hours notice when cancelling. Any sessions cancelled with less than 24 hours notice will be charged at their full rate. This policy also applies to fixed rate customers
6. Subscription services are subject to the PointClickCare Subscription Service Terms
7. Prices are subject to applicable taxes
8. Implementation fees are due within 30 days of signing

Please fax signed quotes to 1-800-716-0995 or scan and email to sales@pointclickcare.com

Approved By: _____

Signature: _____

Date: _____